

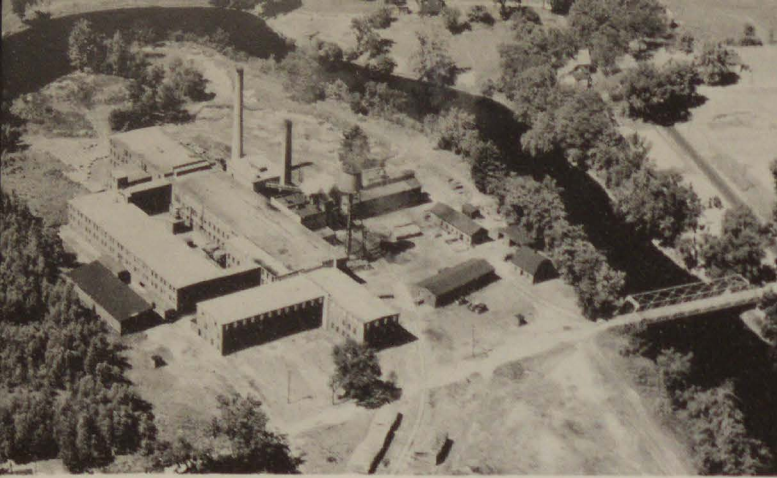


ACL

TAN-O-GRAM

A. C. LAWRENCE LEATHER CO., Peabody, Mass.
A DIVISION OF SWIFT & COMPANY (INC.)

Volume 7, No. 3, April, 1957



Left: The Winchester Tannery, Photo about 1928; Right: Receiving the "E" Award at Winchester in 1943. Left to Right: President S. N. Nectow, then Vice President in charge of the Sole Leather Division; R. L. Winans, then Vice President in charge of Calfskin Division; H. N. Goodspeed, then President; S. Palmer, Vice President in charge of Sheepskin and Shearlings; A. J. Green, then Vice President and General Superintendent; and J. J. Gallagher, then ACL Secretary and Assistant Treasurer. Military escort is from local Legion Post.

"THE WINCHESTER STORY"

Through good times and bad, through fire, hurricane and floods, the Winchester Tannery has been a prime factor in the economy of the town of Winchester, New Hampshire, and an important part of the A.C. Lawrence Leather Company.

When Mr. Arthur C. Lawrence purchased the tannery in 1894, the same year he started A.C. Lawrence & Co. in Peabody, the Winchester Tannery had already been operating for 63 years. Founded in 1831 by Ebenezer W. Babcock, on the east side of the Ashuelot River, the original tannery employed six men.

In 1838, the business passed to Lemuel H. Alexander who shortly disposed of the property to Nathaniel E. Stevens. He conducted the tannery for some 25 years, and in 1894 he sold it to Mr. Lawrence. During the ensuing years several new buildings were added. At first, the tanning of heavy hides was begun at Winchester but after a year, they turned to tanning sheepskins. In the early 1900's, tanning of shearlings was undertaken and they have been producing them ever since.

TRIAL BY FIRE

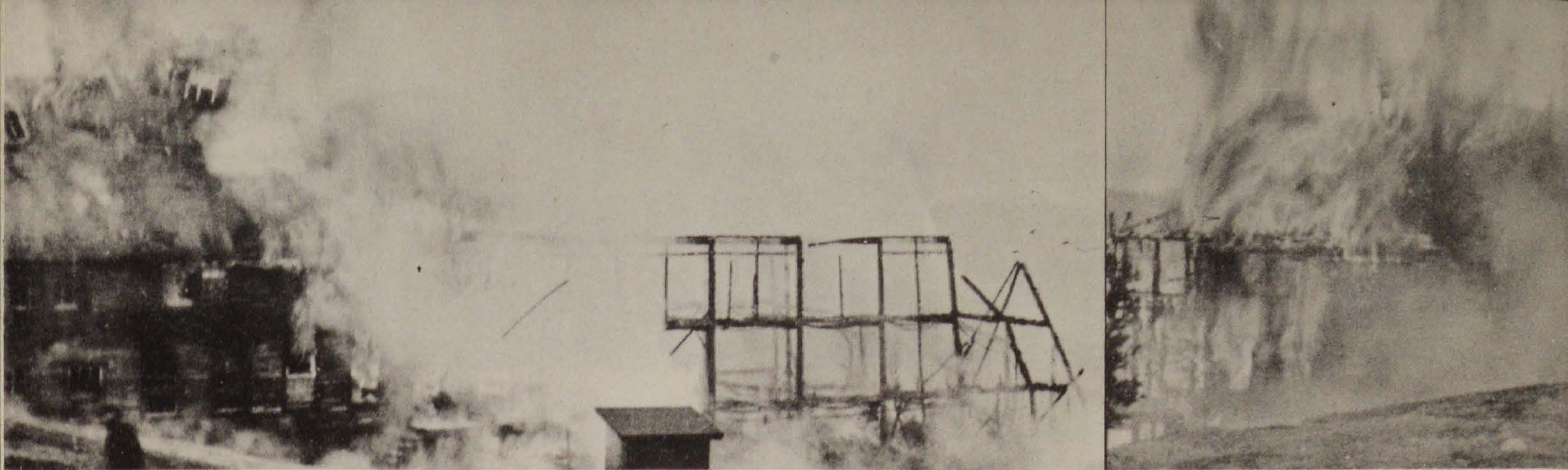
In March, 1909, a fire broke out, completely destroying the tannery. This was a black day, and might well have been the end, had there not been an ACL leadership which thought as much of economic security for the people of Winchester as of the future of the Company. Work was immediately started on a new tannery on the west side of the River. About September of the same year, work on shearlings and pickleskins was resumed under the new roof. This structure has since been substantially enlarged several times.

TRIAL BY FAMINE

During the depression years, in 1931-32, the price of shearlings dropped to rock bottom, and there was little demand for them. In order to keep people working at Winchester, the ACL management turned briefly to the manufacture of shearling toys. The resulting adventure in this field was not profitable, but some 100 employes continued to receive pay for their work. As shearling production gradually picked up, employment crept back up to about 300.

This Is The Old Tannery As It Looked Before The 1909 Fire





Two Views Showing Sections Of The Old Tannery At Height Of Fire In March, 1909

CLOTHED WORLD'S FLIERS

During World War II the tannery ran at capacity production, supplying the armed forces with tremendous quantities of shearlings for military use. The Winchester plant received the Army and Navy " E " Award for accomplishment, excellence of production and product. The number of persons on the payroll increased to over 900 during these war years. The plant was operating around the clock, three shifts, seven days a week. It has been estimated that during World War II, Winchester clothed some 49.2 % of the allied fliers with flying boots, suits and helmets.

Management was faced with a serious problem at the start of the war. Specialized machinery was needed, and was provided through typical " Yankee " ingenuity. Shipments of machinery already crated for overseas delivery, were halted, virtually on the docks, and trans-routed to Winchester with the aid and intercession of General Hap Arnold, commander of the Army Air Corps.

Perhaps the most serious problem was the need for tremendous supplies of raw stock. " There just weren't enough shearlings in the world," recalls Colin McInnes, now head of ACL's Purchasing Dept. He was put in charge of buying shearling raw stock at that time, and he traveled to all corners of the world to seek it out. Sheep raisers had to be convinced of the vital need for converting from production of wool to shearlings, and fabulous prices had to be paid, but soon the results became evident. From all over South America, Africa, Australia and New Zealand, raw stock started to arrive in Winchester. First it came by the freight-carful, and soon by long lines of special freight trains. The skins were stacked in every available location, in all the surrounding towns; even as far as Keene, 15 miles away.

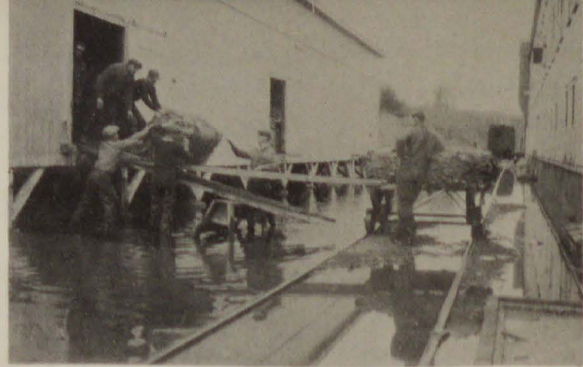
Since the war, Winchester has returned to production for civilian goods, and fine shearlings are still being produced there.

TRIAL BY FLOOD

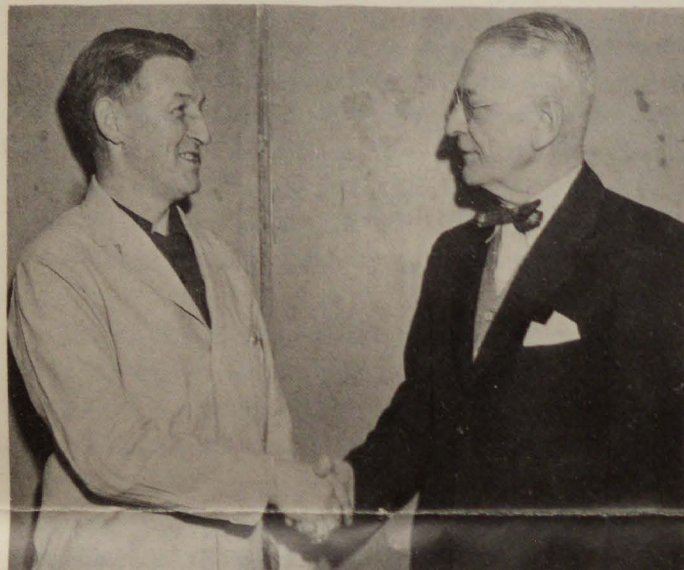
Every spring, floods on the Ashuelot River were a threat, with the river rising higher each year and reaching out until finally, in 1938, a devastating flood covered the entire first floor of the tannery. A crew, under Ted Moe, then Superintendent, worked long hours through two days and nights, to evacuate raw stock and skins. They saved thousands of dollars worth of supplies. " In order to enter the main building," recalled J. Edward Wiggin, retired ACL assistant engineer, " the workers had to walk on planks laid over the tops of freight cars on a siding, into the second story of the tannery."

In 1942, much of the future flood danger was eliminated when some of the bends in the river were straightened out, and its channel was dredged. Also, a flood control dam was built further up the river.

Today, under Superintendent Francis Stone, Winchester continues to be one of the world's leading producers of fine shearlings and contributes its share in making ACL the world's largest tanner of leathers.



PHOTOS OF 1938 FLOOD AT WINCHESTER: Left: Bridge over Ashuelot River, at approach to the Tannery, just to the left of the photo. Center: Unloading supplies from second story of main building, on planks laid over the top of freight car on siding. Right: Crew unloads rawstock from warehouse as waters rise.



OUR COVER

"BRIDGING WINCHESTER'S HISTORY"

We have taken the liberty of superimposing the people, whose family history is intertwined with the *WINCHESTER STORY*, on the background of the Old Tannery Bridge, built by Mr. Lawrence in 1909 and given to the Town. It was replaced about 8 years ago. (L to R) JOSEPH MAGEE, Color Finish, is 3rd generation of his family to work for ACL in Winchester, preceded by his grandfather, Grover Thompson, and mother, Velda. SONIA BANIS, office, is 4th generation ACL-er. Great-grandfather, Anthony Poreda, began in 1899, retired in 1931; grandfather, Joseph Banis, and father, Stephen. KENDALL BAKER, checker, is 3rd generation preceded by both grandfathers, Elliott Baker and Charles Drugg, and father, Kendall. FRANCIS E. STONE is Winchester's Superintendent. VERNON JONES, foreman, is 3rd generation, preceded by grandfather, John, and father, Willie.

Left: ACL-ers ELECTED TO TOWN OFFICES

DONALD C. MANNING, (Left) Budget Clerk at the Winchester Tannery, was elected Town Clerk for a 1 year term in the recent Town Meeting in Winchester, New Hampshire. He has been with ACL for 26 years and was assistant town clerk.

FOREST A. FROST, (Right) who has been with ACL at Winchester nearly 31 years, recently retired as Town Moderator after serving in that capacity for about 25 years. Though not a candidate for office, he was elected, by acclaim, to a 3-year term on the Town Budget Committee. He was also named Moderator of the School District.

DAILY OCEAN DIP IS MUST FOR 75-YR. ACL PENSIONER

JOHN J. SHEEHAN of Peabody, who retired from the ACL Sheepskin Cellar about 10 years ago, has again set out to prove his hardy nature.

On March 27th he resumed his daily trek to Marblehead for his regular morning dip in the cool water of the Atlantic Ocean.

Rain or shine, Mr. Sheehan, despite his 75 years, never misses a day. Last year, starting on April 5th, he took his customary dip every morning through late December. Brrrrr.

In Memoriam

DANIEL LANGAN, 86, died March 27, retired in March, 1939, after 28 years service. He worked as a teamster.

WALTER S. ROOME, 77, died March 16, retired as Sheepskin elevator operator in July, 1945, after 36 years service.

WILLIAM J. TETZLAFF, 84, died March 29, retired as Superintendent of the Side Leather Division in 1938. Was with ACL for 16 years.

SAM BREHKO, 68, died April 2, retired in September, 1953, after 21 years service. He was a wringer in the Sheep Tan Dept.



SHEEPSKIN — Color Finish and Embossing



MECHANICAL — Calfskin Mechanical Dept.



**SSUL, BARK, PATENT AND CUTSTOCK —
Side Leather Finish Dept.**



CALFSKIN — Staking Department

**THESE ARE THE WINNING DEPARTMENTS OR UNITS IN THE 1956 SAFETY CONTESTS
YOU CAN HELP WIN THE 1957 SAFETY CONTEST AT YOUR PLANT BY WORKING
SAFELY EVERY DAY**

"BE YOUR BROTHER'S KEEPER — STOP ACCIDENTS"
ASHLAND picture not available in time for publication.

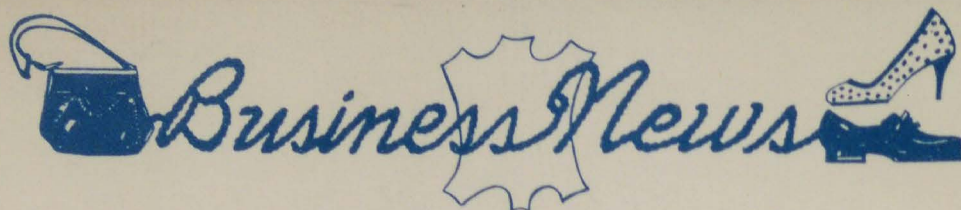
HAZELWOOD — Bleach & Oil, Cutsole & Warehouse Departments



NEWPORT — Beamhouse, Yard and Finishing Departments

**WINCHESTER — Loft, Tan, Outside and
Miscellaneous Departments**





SHEARLING: The Shearling business continues to be only fair, with most of the activity from the slipper manufacturers. The garment trade is still very quiet but there should be an improvement within a month. Higher finished leather prices due to higher prices of raw stock mean a continued fight against imitations.

SIDE LEATHER: We are now entering that period when the Spring run is completed and shoe manufacturers are getting ready to start their Fall run. There is a seasonal lag in coloring specifications, which usually lasts until after Easter. By that time the shoe manufacturers have had their initial Shoe Shows and received their first orders, giving them an indication of the colors and models that will be their next season's production.

PATENT & RANCHIDE: While we have about completed our Easter Patent Leather business, we have been able to do some off season selling so that we can continue operations in a limited way during the second quarter. Export business has been quiet during March, but we do hope for some pick-up in April. **RANCHIDE:** The garment trade is extremely quiet at present, and the demand picture is not clear for Spring. We have had a fair run in the shoe trade but this has now come to an end for the season. **FLEXIBLE SPLITS & INSOLES:** Demand continues to be poor for women's insoles. We can see no immediate prospects for any good activity. We are still trying to develop new ideas to increase our activity in outsoles. We continue to do some Flexible Bend business and have hopes of expanding in this field. **RETAN BEND SPLITS:** The slipper trade has shown signs of life and will probably continue to be active now right through until Fall. Outsoles for women's casualls are suffering from seasonally quiet business in this field.

SOLE LEATHER: Sales of sole leathers for the last few weeks has shown little improvement. It appears as though buyers continue to book only what they feel they can use in the near future. It would appear that they are going to continue this policy of hand to mouth buying. We have had a little better belting business, but only because customers' stocks have run out. Their bookings are not as large, in most cases, as they had been heretofore. Our cutsole rough shoulder and belly business can only be called fair, but our finders business is reasonably good.

SHEEPSKIN: We are now in the peak demand for lining leathers for the Spring production of Summer shoes. Many new colors have been asked for, in addition to our standard colors for shoe linings. The challenge of making and producing these new colors has placed a very heavy demand on our production department. These extra problems have been efficiently solved, and exacting delivery schedules are being carried out. Our slipper sheep and Lawroshoe upper leathers are in good demand and we have been successful in opening up several new accounts for these leathers which will result in increased volume of sales.

CALFSKIN: Calf leather continues to be in good demand for both Men's and Women's shoes, although the tremendous pressure to produce a large volume of Women's weight Calf for the Easter and Spring business is now over. Business is currently running on a more even keel but considerably ahead of last year at this time.



MAKES CORSAGE WITH SCRAP LEATHER

TYNNA NIEMI, (Right) who has been with ACL for 23 years, is a trimmer in the Sheepskin Color Finish Department. Recently, upon learning that a fellow employee was soon to leave the Department, she thought it would be a nice idea to give a farewell gift -- but something which could be preserved as a remembrance.

Looking around her, Tynna saw all the varied colors and shapes of scrap leather under her trimming table, and from these she fashioned a beautiful corsage, which she is wearing in the photo.

BOB ADDISON, her foreman, is admiring her craftsmanship.



JUNE RETIREMENTS

EDWARD BILODEAU, Side Leather Buffing, almost 28 years service.

HARRY KUPRIANCE, Sheepskin Tan Cellar, more than 39 years service.

KEDER MAMAD, Calf Seasoning, almost 40 years service.

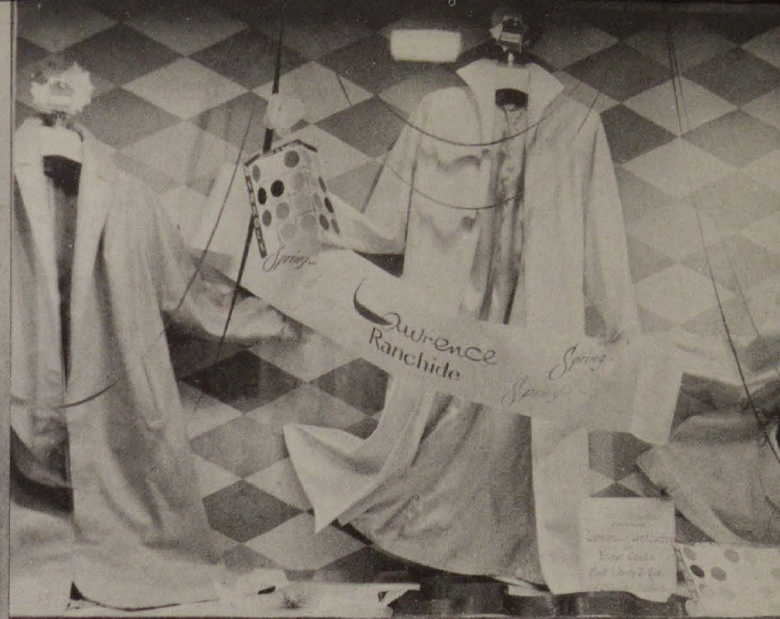
JULIA E. NUGENT, Main Office, more than 46 years service.

ATHANASIOS SPAKAS, Sheepskin Plating, more than 22 years service.

RAYMOND VOREL, Calfskin Shaving, almost 19 years.



LEFT: MR. THOMAS YOUNG, who retired March 1st after more than 41 years service at the Ashland Tannery, in Kentucky.



LAWRENCE RANCHIDE COATS WERE FEATURED IN Above Display In Concourse Window At South Station, Boston, Many Inquiries Resulted.

ORGANIZATION CHANGES

Mr. George Pugsley has been appointed Assistant to the Superintendent of the Sheepskin Division.

Mr. Richard Jones has been appointed Head of the Sheepskin Division Laboratory.

SERVICE



ANNIVERSARIES

30 YEARS

LUTHER BARKER, Ashland

CHARLES DEBORD, Ashland

JOSEPH LUCEY, Sheep Finish Assort

THOMAS MOULTON, Main Shipping

25 YEARS

AMELIA IWANICKI, Calf Finish Assort

JOHN KEANE, Calfskin Shaving

KATHERINE STAUD, Sheepskin Glove

35 YEARS

LON BAKER

Ashland
Roller
Finish Dept.

35 YEARS

ARNOLD LAHTI

Foreman
Pipe Shop
Mechanical

45 YEARS

OCTAVE

GUERRETTE
Side Leather
Buffing Dept.



Worth Thinking About

"THIS IS THE AGE OF PEOPLE'S CAPITALISM"

For many years a capitalist meant, to most people an enormously wealthy character in striped pants who held control over vast industrial combines.

"Capitalism," in the lexicon of the Communists, is an evil word. They would like to have us believe their lie -- that "ours is a country run by a handful of capitalists, a few big bankers," and that we, the people, "are puppets of Wall Street."

To Americans, however, capitalism has proved to be the most successful economic system ever devised. Never before have we had greater reason to be proud of its vitality and grateful for its benefits. Our system has made it possible for more Americans to produce more, earn more and live better than ever before. Our people today enjoy a higher standard of living than the people of any other country.

Today we are all capitalists. No, don't stand apart. Our enemies would like nothing better than to have us divide ourselves into two camps, the capitalists and the people. Today we are all capitalists.

No; you won't find Jim and Joe discussing the stock market over their sandwiches at lunch. More likely they'll be debating the current prospects of the Red Sox copping the pennant this season -- but every time Jim or Joe or John receives his weekly pay, and deposits a few dollars in a savings account, or pays the premium on a life insurance policy, an investment is being made in the industrial expansion and security of the nation.

Today, more than 9 million people directly support the growth of our economy by their ownership of common stocks. But there are many other ways whereby each of us has contributed to the expansion of American industry. If you have a savings account, these funds may be used by the bank to loan out to industry for purposes of expansion, or the bank invests these funds in order to pay us interest. If you own life insurance, the insurance company invests its funds in stocks and bonds. It is interesting to note that 70 million people in the U.S. have savings accounts and 115 million people have life insurance.

Today's money surplus is invested by colleges to provide income from endowment funds for scholarships; by fraternal associations and pension funds to provide retirement income for their members; even by labor unions to provide a return on their money; and by individual Americans in every walk of life, looking for a profit.

The money for the growth and expansion of industry in this country does not come from a few rich bankers. It comes from the average American citizen who is enjoying the benefits of this expansion. Yes, We, the People, are the basis of the American economy. Our money is the reason for the security, expansion and progress of American industry.

Many people have tried to give this system a name -- there is a need for a name to describe this system to the people of the world, who listen to the repeated lies from Moscow. President Eisenhower's phrase best applies: "This is The Age Of People's Capitalism."